

WHILE THE WHEELS ARE ROLLING

Is the time to keep them rolling. The South has a hum on it. Notice the progress in Agriculture. A farmer who cannot produce a bale of cotton per acre will soon be classed as a back number. It pays to capture ideas from the successful. Notice the electrical power developments from our rivers and streams, where the waters have heretofore flown to waste, now being converted into heat and power. We may soon expect Trolley Line connections between towns and cities. Then why not have our Road Supervisors to make wide, straight thoroughfares while lands are cheap, and arrange for future necessities and advantages that should be so plain to future eyes? Why have we been so long getting Good Roads? Because the people did not unite and try. All that is needed is to unite, talk and work for good, honest purposes and privileges. **Public sentiment settles questions.**

Sales Since December 15, 1905.

House and lot in Newberry, S. C., to Geo. W. Sumner for Mrs. Ira B. Jones, of Lancaster.
50 to 75 acres at Guthrieville, S. C., to D. P. Curry for Rev. Marion Dargan, of Orangeburg, S. C.
House and lot on Johnston street, Rock Hill, S. C., to Mrs. E. B. Mobley for J. S. Stults, both of Rock Hill, S. C.
Brick business house in Shelby, N. C., to Dr. R. C. Ellis for W. H. Miller, sold by J. A. Anthony, Agent, all of Shelby, N. C.
Lot in Shelby, N. C., to T. B. Washburn for J. F. McMurray, sold by J. A. Anthony, Agent, all of Shelby, N. C.
Lot in Shelby, N. C., to Fred Davis for Dr. W. F. Mitchell, sold by J. A. Anthony, Agent, all of Shelby, N. C.
House and lot on Flint Hill, Rock Hill, S. C., to Giles Westbrook for J. B. Johnson, all of Rock Hill, S. C.
House and lot on W. Black St., Rock Hill, S. C., to H. S. Sims, of Pine St., Columbia, S. C., for Chas. L. Cobb, of Rock Hill, S. C.
200 acres 9 miles of Charlotte, N. C., Steele Creek neighborhood, to J. A. Carpenter, of Cleveland Mills, N. C., for Rev. G. W. Gardner, of Greenwood, S. C., sold by J. A. Anthony, Agent at Shelby, N. C.
Lot on East Main St., Rock Hill, S. C., to Prude Ratterree, for Miss Annie L. Oates, of Waltham, N. C.
No. 504-17 1-10 a. Just outside of Shelby, N. C., for C. A. Morrison to J. J. Wilkins, through J. A. Anthony, Agent, all of that place.
Lot in Shelby, N. C., for George W. DePriest to J. T. Webb, through J. A. Anthony, Agent, all of that place.
Lot in Rock Hill, S. C., for the Land & Town Site Co., to Mr. R. B. Cunningham. 7-acre lot in Gastonia, N. C., for A. D. Davis to Poag, Whisnant & Groves. Lot in Rock Hill, S. C., to W. A. Graham for Dr. T. M. Du Bose, of Columbia, S. C. No. 507, Storehouse and lot at New House, N. C. to J. H. Davis for A. H. Davis, of Lattimore, N. C., through J. A. Anthony, Agent at Shelby, N. C.



OUR SOLICITING AGENTS

J. A. Anthony, Shelby, N. C. T. M. Wilsonant, Rock Hill, S. C. W. J. Moorhead, Blacksburg, S. C.
L. F. Groves, Gastonia, N. C. Traveling Agent. W. H. Gooding, Gaffney, S. C.
Harry E. Reid, Lincolnton, N. C. W. R. Hough, Camden, S. C. W. M. Smoak, Salley, S. C.
M. L. Edwards, Rutherfordton, N. C. J. T. Wood & Co., Greens, S. C. Dobson & McCaskill, Kershaw, S. C.
Jno. M. Houck, Marlon, N. C. Dr. D. T. Teal, Chestfield, S. C. J. A. Hearon, Bishopville, S. C.

Rock Hill, South Carolina.

Has many advantages not enjoyed by other cities. A mild climate, Summer and Winter, average temperature seldom above 90 degrees or below 30 degrees, being the highest point on the Southern Ry. between Augusta, Ga., and Charlotte, N. C. Has pure water from deep wells and is regarded as one of the healthiest towns in the State. Electric power, lights and water works. The power is developed from the Catawba river about seven miles out, which not only furnishes lights and power for Rock Hill industries, but for Charlotte, Yorkville and other places. School advantages excellent. Winthrop Normal and Industrial College for Women, with all its modern equipments including dairy and produce farm, Carnegie Library under construction, high standard for graduates, with a Training School in contemplation. If completed, will render it a model school for the country. The Catawba Military Academy for boys is now giving the satisfaction to its patrons. Then comes the Graded School system, with good equipments and a large attendance. The churches and congregations are favorably spoken of as being ahead of most towns of its size. The famous Rock Hill Buggy Co., whose buggies are sold so extensively in different States and some to foreign countries, brings capital and labor. The town has a live, progressive young mayor who enforces the law irrespective of person or color. Sanitary conditions are looked after and the streets kept cleaner than in most towns. Few cities can show a better kept cemetery. The banks, manufactories and business houses are progressive. A new \$45,000 United States Postoffice is under construction, and a large municipal brick building for fire department, offices, etc., is nearly completed. Good citizens are welcome here.

Information on Transacting Through This Office

How to Transact Business Through This Office.

Reduce your writing, offerings and limits to writing and keep a copy. Verbal instructions are very uncertain and very unsatisfactory. Let everything go on file so it will be seen and not overlooked. We have too much to look after to promise to carry your business in our heads satisfactorily. If you want to buy make your selections and name your limits, whether the property is in our hands or not, it should make no difference to the buyer so we deliver the goods at or below the limit. Parties wanting to buy or sell should not go in competition with their own interests, or their broker, by talking to others. Be a good listener and impart what you know or hear to your broker, and use him as your speaking tube if you want to save time, trouble and money. Any specialist who practices a profession day in and day out can excel those with less experience; otherwise he goes out of business. It is easy to fool money away by getting impatient and making bad trades, thinking you can transact as good as an expert. Close deals at the proper time, same as wading the iron when the heat is right. It makes but little difference to this office whether it is the most or the least that will buy or sell property, so we get the deal through satisfactorily to parties interested, and it should make no difference to the buyer who the owner is, if we deliver the goods. Don't waste time asking too many questions. State your propositions and limits to buy, sell or exchange. We cannot accept your hand unless you offer it to us, much less your money, paper, or property. Get our blanks for listing property to sell. This office handles property and propositions by clients' description and limits; therefore don't wait to see us. Offers by wire or mail are much more satisfactory than verbal, more especially if a check is sent to prove sincerity. We often make transactions without seeing the parties or property in question. All transactions of this kind have proven satisfactory to date. All parties buying through this office are expected to put up at least ten per cent. of the purchase price to bind the obligation, buyer, seller and broker signing a written agreement and each holding a copy. Buyers have the privilege of having the land papers examined by experts before completing payments, when defects appear that can not be corrected the amount paid is promptly refunded by J. Edgar Poag, Broker. We would advise all buyers to be very careful to see that all titles are correct before completing payments.

Why it Pays to Transact Business Through This Office.

First—We make a special study and practice of real-estate and trading.
Second—We are considered the most extensive advertisers of other people's property in the business.
Third—We are regarded as expert advertisers and smooth traders for space, and can tell clients, neighbors and thousands of foreigners what they want to buy or sell while they are imparting it to a few verbally.
Fourth—We are game and not afraid to spend money to transact when our judgment tells us we are correct.
Fifth—Practice helps to make perfect, and the growth of our business shows plainly that we are the right people to lead in real-estate.
This office is conducted in the interest of land owners and seekers. It is for the purpose of giving information on real estate topics to those who need the information or think they do. It is not a law department, but will give legal points affecting real estate titles careful consideration. If you own real estate and want to sell it, or don't own any but want to become an owner, this office may tell you how, as we are after pushing Real Estate to the mutual interest of the country and profession.
Some property owners appear to begrudge the real estate agent his commission, but if there is any man who earns a fee it is the legitimate land agent. It must be remembered that he spends his time in studying the country and large sums of money in advertising, and for this he is entitled to fair compensation. Let the lawyers and others have their dues also.
The agent brings the buyer and seller together. The buyer may be hundreds of miles from the seller, but the agent finds out the wants of both and finally brings them together. Is not such work worthy of reward?
Of late years trading has grown to be an important part of the land agent's business, and this feature is growing every year and it is destined to grow into still greater importance. You will save time, trouble and money by patronizing a live real estate dealer.
INVESTIGATE ABSTRACTS
Many people have a wrong opinion of an abstract and think it a certificate of title, but such is not the case. An abstract is simply a certified statement as to all matters that are shown on the records affecting the title to the real estate in question. If there is a defect the abstract will show it, and it will show who the title is vested in.

INFORMATION FOR THOSE WHO WISH TO SELL.

Listing Property

We shall be pleased to have you list your property, giving a complete and correct description, naming a reasonable price and allowing 12 months or more option. Property is sold the earliest day possible, of course, subject to arrangements of owners with tenants prior to sale, to avoid expenses and get commissions, but can't be sold until a buyer is found. Write for our blanks. If you are pleased, fill them out complete and return at once, so we can get your property before the public. If not pleased, let us know the deficiency.

Advertising Property

We are the most extensive advertisers of other people's property in the business. Owners can write the advertisement as they would like it to appear, for our suggestions of improvement. Proofs of advertisements are submitted for approval. Parties who wish to list their property for less than 12 months can do so by paying an advertising fee in advance. They should be willing to bear part of the fee also expect an advertising fee in advance when we think property too high, or when we are not acquainted with the owners and property, for self protection, of \$5 for the first \$1,000, \$4 for the second, \$3 for the third, \$2 for the fourth, and \$1 for each additional thousand of the listed value, advertising fees to be deducted from our commissions when property is sold. We have inquiries from all over the country—North, South, East and West. Our business and acquaintance is constantly growing.

Describing Property

We don't care to spend time and money on incorrectly described property, unreasonable prices or short options. If the buildings are old or dilapidated, and the land worn or worthless, it should be so stated in the description. It is useless to expect as much for old buildings as it would cost to erect new ones. Often it is only the soil which carries the value. It is mutual interest to have things correct, as we must protect buyer,

seller and broker. If your proposition is attractive, we should find a buyer but it requires more time and money than most people imagine.

Investigating Property

Prospective buyers should not be disappointed, especially when they spend time and money in going to investigate. If they find property as represented, they are ready to transact business; otherwise they are dissatisfied.

Signatures Necessary

All the owners of property, or their responsible representatives, including wives who hold dowers should sign the contracts, to complete the obligation. We are after smooth sailing and try to avoid all the friction possible. None of us are fond of disappointments. Happy customers make our business grow.

Promptness Essential

We do not care to spend time and money on property of people who are slow about giving titles after sale, or cannot furnish what they promise. Do your share of the talking and we will try to do you good; but don't expect two prices for what you want to sell neither must you expect to buy much at 50 cents on the dollar. Be sure and not go in competition with your broker or your own interest; otherwise most customers will use their efforts to get the advantage of both of us.

Commission Charges

Our Contracts read: "5 per cent. on amounts accepted; any excess over said price to be equally divided between owner and J. Edgar Poag," so each may receive benefits of enhancement and efficient services; otherwise it is no use for us to try to get more than the limit.

Propositions Approved

All propositions must be approved by the signature of J. Edgar Poag, before they are considered binding on him or his office. I can only be responsible for the amounts in my hands.

Examine Testimonials.

Greenwood, S. C., Dec. 6, 1905.
Early in the year (1905) I placed in the hands of Mr. J. Edgar Poag a few hundred acres of real estate to sell for me at a reasonable price per acre. He effected a cash sale, which in every detail gives me entire satisfaction. I consider him, in every way, worthy of the confidence of all who may have occasion to do any business with him. I owe him a thousand thanks for his faithful and valuable services.
Faithfully and truly,
A. McA. PITTMAN.

Lancaster, S. C., Jan. 9, 1906.
Mr. J. Edgar Poag,
Rock Hill, S. C.
Dear Sir:—I beg to acknowledge receipt of your letter of the 6th inst, which encloses check for \$1,889.95, and a full statement of account with you as to the Newberry property.
I am thoroughly satisfied with your management of the sale of this property, and beg to thank you for your persistent efforts to sell the same for its full value and for your courteous and prompt attention to all the details of the transaction.
Yours truly,
MRS. IRA B. JONES.

Spartanburg, S. C., Dec. 2, 1905.
It gives me pleasure to say that while I have never met Mr. J. Edgar Poag, of Rock Hill, S. C., he has recently sold 2,500 acres of land for me. Our business relations have proved entirely satisfactory. He is a man with whom you can do business from afar off without ever having seen him. I believe he is a gentleman whom you can trust, both in buying and selling property. Of course, he can't make people buy, but he does not leave a stone unturned when he has in charge property that he can conscientiously "talk up." I would trust him if I had any more property to sell, and intend to do a little buying now and then, through him.
Very respectfully,
E. F. WATKINS.

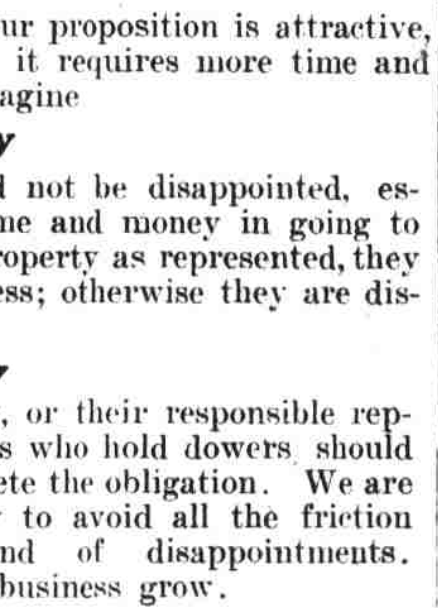
Yorkville, S. C.,
He is bound to do the country great good. He had no personal acquaintance with me or the buyer of the property. He is a hustler, can sure sell Real Estate.
(Signed) VIVIAN H. KENDALL.

Yorkville, S. C.,
Through a correspondence with J. Edgar Poag, Broker, after seeing his advertisements, I contracted to buy a farm in South Carolina solely on his representation. After seeing him and the land, I can honestly say that everything was as represented by Mr. Poag. If anything, I am better pleased than I expected to be.
(Signed) ISAAC H. NORRIS,
From Princeton, Ill.

Ridge Springs, S. C.,
Dear Mr. Poag: I certainly appreciate your kindness and the interest you have manifested in my behalf. Your promptness is to be commended, and I thank you most heartily for your every effort to please and I leave my very best wishes with you. Thanking you again,
Very truly,
(Signed) MRS. L. C. ANGEL.

Marlon, Ala.
Yours of recent date, with check received. You certainly made a fine sale for me and I appreciate it.
(Signed) Mrs. L. W. AYER.

Rock Hill, S. C.
Dear Mr. Poag: I am obliged to throw you a bouquet on the excellent ad. in to-day's record. It is certainly fine. If the boys of ability, who are selling soap, lamp chimneys and "lasses, would go at something that has possibilities in it, we'd soon have a town right. Many of them have real ability but will never find it out unless they get into something bigger. You certainly hit the nail on the head and I hope you will drive it clear up before you quit.
(Signed) J. G. ANDERSON,
Manager Rock Hill Buggy Co.



T. M. Wilsonant, of Hickory, S. C., Our Traveling Representative.



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South Carolina Property

Abbeville County.
CITY PROPERTY
No. 504—Lot 104x120 feet on Stand Pipe street, Abbeville half mile from depot \$150
Aiken County.
CITY PROPERTY
No. 468—4-room house, on lot 128x210, at Salley; 600 population, school and church, on Wagner street, level, good condition, barn, all fenced, smoke house, flower and vegetable gardens. Price \$650
No. 508—4-room dwelling on lot 90x115, Main street, Salley, S. C. 600 population, vineyard, splendid water, barn, all fenced, storehouse, smoke house all in good repair, good shade, also two acres, a solid block surrounded by 4 streets, in good location near the depot \$1,500
FARMS
No. 1—370 acres, 5 1/2 miles Ellenton; church and school, 150 cultivated, 50 timber; 5-acre orchard, level, sandy soil, 7-room dwelling, 2 good barns, 100 acres pasture, 40 acres Bermuda grass, 4 settlements, 1 and 2 room tenant houses, wells, branches \$3,000
No. 2—320 acres, 1 mile Ellenton; church and school, 80 cultivated, 40 timber, mostly level, clay, phos. soil, tenant house, barn and well, 40 acres meadow \$8 acre
Berkeley County.
FARMS
No. 525—1200 acres 16 miles McClintonville, 14 Georgetown, 18 Charles-

WATCH YOUR LAND TITLES.

If you want to save money and trouble see that land titles are clear on record before you risk your money in them. It makes no difference who the seller is nor where he comes from.

Pictures Best of Advertisements

If you have extra nice property for sale, furnish a handsome cut to accompany the description.

A Broker's Duty

Is to buy, sell or exchange property according to client's descriptions and dictations and protect the interests of all parties concerned to the best of his ability by seeing that each gets what is promised according to the terms of the transaction. In order to accomplish this every thing should be in writing, each interested party holding a copy. The broker should instruct the preparation and transfer of property and papers, and settle with both buyers and sellers. Where principals or outsiders step in ahead of brokers' trades, or preparation of papers and settlements they cause confusion and delays because they are often short on experience and are not thoroughly familiar with the conditions of the trade. When a broker is paid to transact business let him bring it and settle with all the interested parties. This can be done through nearest banks by transfers without risk to any party. We will thank all our customers to note the above carefully, as we have considerable unnecessary trouble along this line.

Originality, Correctness and Promptness are Winners

The county and country seeks originality. New and up-to-date things and methods. Such goods are slow to move. We should keep our business lamps trimmed and burning, and not plug along in the old ways, which our forefathers trod. The growth of our business shows plainly that we have not been asleep in real estate methods and developments. When we commenced business the majority of people thought we could not buy and sell throughout the country without seeing the property, the owners or the buyers. But we are now convincing these differently. All we ask is correct descriptions and representations. Business people read and when they see a description of anything to fit their desires, they are ready to investigate and trade for it. You will see, time, trouble and money by patronizing this office, as we have the facilities for handling hundreds of customers about it. We have the most ready and a verbally. Our advertisements are read throughout the country and we have inquiries from all sections. Say something if you expect to do business and be benefited.